W. B. Carr, Secretary. Corner of Saventh and Olive Streets,

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Rell.

## WORLD'S-1903-FAIR.

SUNDAY, JANUARY 12, 1962.

MEM'S THE WORD.

w that General Fred Punsion has returned to one of the men who have done things. Thouof miles away from home, the recital of his has touched the American imagination.

e next two months will determine just what tal he will occupy. The temptations will test iber. There will probably be banquets and hes. He may be asked to express his opinion on nd that. There are nice little points of effquette he may be expected to observe.

id there are a cloud of witnesses. If he would the position he has attained in the hearts of his rymen, he will "lay low and look wise." If he s to keep his record as a soldier and gentleman. m realize that silence is golden and that, though ay be a first-class American soldier, he may not ted for a college professorship or a presidential dacy, much less to become an encyclopedia of

inston's deeds have put the halo over his five three. If he would be truly great, let him sit or it will fail off. We are a changeable people pt to forget details. And we den't want to forbout the little Brigadier General's actual bravery. --

THIS IS A GOOD BEGINNING.

the initial achievement of the Executive Comappointed at the recent conference between entatives of labor and capital for the purpos ching a better understanding which should minidisputes and create more amicable relations, is cause for increased confidence of the best rein the near future.

is achievement consists in the averting of a of more than 40,000 garment workers throughhe United States. The National Association of ing Manufacturers and the United Garment ers of the United States had been mable to settlement of the latter's demand for an eight day. The Industrial Executive Committee came ween the two, authoritatively representing each, ns now effected an agreement or compromise prevents an otherwise inevitable strike.

signal a proof of the ability of the committee bitration of such questions cannot but prove ying to every person interested in American cons, either from the employer's or employe's stand-\* An excellent beginning has thus been made. sty of intent, fairness of spirit, directness of ods, both on the part of the committee and of tants in such cases, will insure the successful ing of the new arbitration system in the future.

## CASH VALUE OF A WOMAN.

the verdict of a jury of twelve good and honest in a Chicago court a foundation has been laid ne establishment on accurate lines of the value woman, concerning which there has been much nce of opinion since ever the world began. cording to this Chicago Jury, the material wom-

worth exactly \$50 a pound. Miss Lizzie Miller tht suit against Henry J. Henning because she hirty pounds in weight owing to grief at being by him. The jurers sitting in the case gave verdict for \$1,500 as representing the extent of amage arising from a thirty-pound shrinkage in ilne avoirdupois.

this ratio the homeseeking wight on matrimony lomestic tranquillity bent may easily figure his assets when he shall have been linked to the on of his choice. If she's a sweet little loveysort of woman, weighing about 100 pounds, he be just \$5,000 richer in possessing her. If his lightly turns to thoughts of heavy-weight wom- Triple Alliance is made clear, may have a wife whose solidity on the scales ites \$10,000 or even \$15,000 worth of woman, since the feminine good-will does not seem to the feminine money-value in the courts, there be a compensatory law compelling a brideto dower his wife in proportion to her weight, e percentage basis.

e field of entertainment and instruction opened the Chicago verdict in the Lizzie Miller case is rating to a degree. A girl's stock question of her heart, or a bride's of her groom, is: "How much m love me?" This question may now be easily ered by a good guesser at weights.

#### ---THE WAY OF THE ENGLISH.

ose observers of the more important current who count upon Great Britain's reverses in Africa and the unfriendly attitude of other Eun Powers toward that Government to diminish sh characteristics as emphasized in history.

ere is probably no other people in the world who as the English.

ey have been in many a sore strait in their first settler. In certain ways they are a slow people, lacking

and complacent, to, the English people have a national habit of would justify the investment, ig the truth square in the eyes. When defeat

| pact and grim English brotherhood, fronting their vanced with the boomer. They have made the homefoes with undaunted temper. They are not ashamed steads more valuable by their proximity.

ple, the wise player of the game of world-polities will of empiralists who anticipate rich returns from the be wary of advising his Government to undertake a natural resources of the State. war based on the belief that the pride of Britain is to | For the next few years, it is not too much to exbe easily lowered these days. England is in a mood peet that the Southwest will be the center of the to put up the best fight the world ever saw. The ungrowth in population. The railroads have prepared conquerable building spirit of her people is at its the way for millions of settlers who have been back-200 height. England is wrong in South Africa, but threats ward in the past because of inadequate transportation 1.75 of war are not the devices by which she will be set facilities. The wealth of the soil will draw the at-

#### UNLIMITED POSSIBILITIES.

Institution which easily marks it as the most unique. In ten years, the settler in the Southwest will have educational factor of the world. The plan and scope the comforts and the air of the traditional oldest naannounced by the incorporators suits the magnitude tive New Englander. of the endowment with which the institution starts its work. The simple reading of the ends to which the revenue from the \$19,000,000 is to be put is a stimulus to every lover of education and scientific research:

It must be confessed that the incorporators recognize in the most forcible manner the law of the survival of the fittest. Evidently in deferring to this process of natural selection they expect to bring the greatest good to the greatest number. This is to be done by aiding the universities which promise the best returns to knowledge, by promoting investigation along lines which seem to be the most fruitful of practical. results, by increasing the facilities for higher education, and by promptly publishing discoveries.

"To him that hath shall be given," says the Good Book. How well is the biblical axiom illustrated by the purpose designated by the incorporators in the paragraph that reads as follows: "To discover the exceptional man in every department of study, whenwn he should heed the stories of halos that have ever and wherever found, and enable him by financial before. Undoubtedly he is in the hero class, aid to make the work for which he seems specially designed his life work "

There could be no broader field. A search for men. Diogenes and his lantern are being duplicated in the Twentieth Century by a Scotchman and his money. In truth, the difference between the aims of the great Carnegie Institution and the Stoic may be marked, but the special man with the thought and the desire to be in the front of research will be found to-day. And he will serve good ends.

There is nothing narrow in the purposes of the Washington Institution. The character of the men who have been selected as active trustees is assurance that the highest talent in the nation will be brought to the perfection and execution of plans. St. Louis s honored by the nomination of Mr. Henry Hitchcock on the board. The other members are of the same intellectual caliber and executive ability.

It is hardly correct to say that the idea of Mr. Carnegie in bestowing this latest beneficence is an inspiration. Nevertheless, the firm mind which enabled him to crystallize the vague wishes of educators into a definite purpose is a realization of cherished dreams, influence be occupies a unique position. His latest Only time will tell of the benefits that may accrae rhymed budget of unpalatable truths for the British from the endowment. The hopes that may be found- Government and people is a musterpiece for holded upon the institution are unlimited.

---GERMANY AND THE TRIPLE ALLIANCE. Chancellor von Buelow's recent assertion in the German Reichstag that the Triple Alliance of Germany, Austria and Italy was no longer necessary for Germany's safety is of great importance as adding to the proofs already pointing to the likelihood of a new alignment in world-politics.

There is no reason to doubt the correctness of the German Chancellor's belief that his Government is His good fortune will also strengthen the superstinew strong enough to stand alone under all circumstances, and that German policies may best be put gods. into effect with an exclusive regard for Germany's interests. The unlikestion of the German national spirit is now complete. The sea power of Germany is being resolutely increased with the determination that it shall ultimately be of the first class. The German army is probably the most formidable in

While there is no certainty that the German Govlor at least makes renewal seem doubtful. The most fluence is not unfairly taken nor for unfair measures

in the proceedings of the Vienna Reichsrath. Italy, to it that the bill is killed. This has happened a dozen ter of the friendly understanding with regard to the Mediterranean question, may be less solicitous for The law of trade will take care of the profits of corporacontinued alliance with Germany. One of the early tions ultimately, and legislation unfriendly by scantily indevelopments of the new situation, indeed, may show formed legislators would not only cripple capital but throw France and Italy in a common alignment based on community of interests.

the terms of renewal of the Triple Alliance will prob- through the ordinary course of popular government. ably bring matters to a climax. If any attempt is Hence the change in the form of government unconscious made to insert fresh conditions in the treaty Ger- ly from popular to party government in which the corpora many will probably withdraw and so terminate the part. Soon there will be no disguise about it. There is Alliance. On the other hand, should the two smaller none now to those who know anything about the ma-Powers manifest a suitable appreciation of the value chinery of politics. of German friendship, the potent Dreibund may remain in force. One thing is certain, European solicitude as to the ultimate outcome of the present situation will increase in intensity until the fate of the

## SOUTHWESTERN TRANSPORTATION.

to the development of the West along lines of trans- university in Washington. He probably did not underportation. He shows wherein the vast territories along the Missouri River have been made accessible to the consumers of the East by the building of rail- man youth educated in the universities who are unfit to roads. In retrospection it does seem a long way in creage in useful occupations. He forgets how many uncivilization since the settler spent six months in making a trip which now occupies half as many days,

There can be no doubt that the present developtively few areas of a hundred miles square without at least one railroad. The activity of promoters and the faith of capitalists are gradually reducing the number of settlers who are not in touch with adequate transportation facilities.

sh spirit or impair English plack are ignorant of into the wilderness as has any railroad promoter. It Supreme Judges and the other to nominate State Superhas been due to the efforts of the prospector who intendent of Schools and Rallroad Commissioners. If placed his trust in a pick, a shovel, his team and his should be effected at once for that purpose by all who feel frankly face their own errors and so resolutely own sturdy muscles that the railroads have acquired a special interest in the matter and strong committees ed to correct them in the very presence of dis- the courage to follow so closely in the paths. A rail- should be put to work. It will not do to wait until the road builds on a great deal surer basis than does the committee meets to extend the invitation. Every member

During the past decade the Southwest has furleriness of thought possessed by some other nished the greatest field for railroad development. Put they make up by a superb steadfastness | Capitalists have not been backward in their work. | Geographic Magazine. is want of what may best be termed eleverness. They have put great populations and maximum prohey are even more dogged and indomitable than ductive capabilities in touch with markets. They have ventured much in the belief that ultimate returns

And what a transformation is coming over the rail- from Spain show little change. The United States now untiliation overtake them, they do not find refuge road maps of the country south and west of St. supplies considerably more than one-half of the imports colution and internal strife. Quite to the con- Louis! In order to tap rich agricultural regions in of Mexico, and takes about one-third of her exports of rolution and internal strife. Quite to the con- Louis! In order to tap rich agricultural regions in their national spirit is never so high and proud Oklahoma and the Indian Territory railroads have precious metals, which nearly equal in value those of mera. They draw themselves together in a com- cut the country in every direction. They have ad- chandise,

to stand battered and bruised before the world. They No less so in Texas. That great Commonwealth would be dreadfully ashamed, however, if their hurts is checkered with roads now being built or to be con had dissipated their courage. And they are never structed in the near future. For the last two years so dangerous to their enemies as when in this plignt. Texas has led every State in the number of miles of dangerons to their enemies as when in this plight.

Knowing these national traits of the English peole, the wise player of the game of world-politics will

e wary of advising his Government to undertake a

Texas has led every State in the number of miles of HAVE ATTRACTED WIDE FAVOR, ON ACCOUNT OF THEIR BROAD GRASP OF BUSINESS AND SOCIAL LIFE, SOFIAL ARE
RANGEMENT WITH THE SATURDAY EVEN.

BAUGH TO THE STREAM COUNTY OF THEIR BROAD GRASP OF BUSINESS AND SOCIAL LIFE, SOFIAL ARE
RANGEMENT WITH THE SATURDAY EVEN.

BAYER STREAM COUNTY OF THEIR BROAD GRASP OF BUSINESS AND SOCIAL LIFE, SOFIAL ARE
RANGEMENT WITH THE SATURDAY EVEN.

tention of dissatisfied ones. Transportation and settlement will go hand in hand. The advancement in material prosperity and the conveniences of modern There is a breadth in the purposes of the Carnegie life will make the Southwest a rapidly aging section.

> TWO FASCINATING WORLD'S FAIR FEATURES. No more typical Twentieth Century displays are pessible at the Werld's Fair of 1903 than will be him take it off the market quicker than witnessed in the international aerial competition and lightning, because I knew that the first possible at the World's Fair of 1903 than will be the complete and comprehensive exhibition of the

> workings of the wireless telegraphy. In the first, M. Santos-Dumont, the famous Brazilian who has been electrifying Paris with his they'd imagine they heard the bark, and achievements in a dirigible balloon, will personally participate, and other great scientists will be among his competitors for the \$200,000 prize offered by the World's Fair Company. There is excellent basis for the consident belief that the stimulus of this epoclast ries him to the other fellow. There's nothcompetition will result in a practical solution of the problem of aerial pavigation.

Signor Marconi the distinguished Italian savant who has just succeeded in signaling across the Atlantic with his wireless telegraphy apparatus, will furnish the attraction for the second World's Fair display of Twentieth Century marvels, Visitors to the World's Fair will be enabled to study at close range the workings of Marconi's almost miraculous discovery. A more fascinating exhibit is difficult to imagine. To scientist and sight-seer alike such a display will be of the profoundest interest.

The World's Pair management is to be congratu lated upon a keen perception of the attractiveness and an equal recognition of the scientific value of these exhibits which has led to their being secured; for the World's Fair. The spirit of the Twentieth of the year on dogs; that it wasn't really Century, the century of scientific miracles, will be in evidence in the aerial competition and in the wireless telegraphy exhibit. These two features will trust me to treat Dandy kindly; so as a probably be more widely discussed before, and more vividly remembered after, the opening of the World's Fair gates than any other of the many marvelous sights of that great international exhibition of the world's progress.

Rudyard Kipling may never take high rank as an academic poet, but as a political singer of tremendous ness and shrewd surgery in song. The resultant benefit to the English depends upon the common sense with which they receive and consider the Kipling served.

If the truth shall develop that the venerable Channeey Depew, in addition to winning a wife who is young and beautiful, has also won her just as she FABLE OF THE POPLAR is about to become a millionairess, The Peach will live in social history as the luckiest of Benedicks tion that a soul prone to laughter is favored of the While the Poplar Boasted of Its paradia candle six miles away, while that How He Refused to Believe What

## RECENT COMMENT.

Is This the Destiny of Louislation? Will White in I

It is admitted that corporations have rights which in dividuals are bound to respect. Sensible people no longer ernment will decline to renew the Triple Alliance for grow excited over the fact that corporations help to shape another term, the utterance of the German Chancel- selves about is to see that the part taken by corporate in interesting developments of the immediate future Corporations no longer industries legislation corruptly should, therefore, come from Austria and Italy, the They do it by the exercise of more gratitude. The ratiless powerful members of the Alliance. Austria un- bads, the insurance companies, the stock yards, the packquestionably needs the support of Germany and will ing-houses and the banks contribute to the State Centra committees of beth parties. When a bill is introduced doubtless strive to retain it, despite the Magyar jeal- which threatens to cripple any of these corporations, the onsy of German influence so unfailingly manifested chairman of the party in power or his "next friend" sees coquetting with France of late, especially in the mat-fore the custom grows stale and drops into disuse. It is not pecessarily illegal nor in its essence unjust nor vicious labor out of employment. Dealing with intricate financial and industrial problems requires a technical knowledge and an acumen not possessed by the average man, and The attitude of Italy and Austria with regard to bence not reflected in the average legislative majority tion plays a perfectly legitimate and almost open-handed

## Education Not a Handlean,

Some people are always frightened by the danger of to much education." There are the conservatives, the supporters of prescriptive rights, the ones who are on top and wish to keep the dangerous common people underneath. Education is dangerous to privilege. Doctor Kekule, rector of the Berlin University, utters a note of warning A writer in an Eastern manuacine directs attention on the occasion of Mr. Carnenio's gift of those emptor a stand that its purpose was for research for developing the power of the educated, not for the uneducated. gave him a chance to grieve over the multitude of Gerclucated people are unfit. Many college graduates are fallures; but that is to be expected, and a much larger proportion of ignorant people are tramps and criminals or otherwise submerged. We observe that it is the edument of the United States is progressing along the cated people that talk about the curse of education. Our same course as in the past. True, there are compara- mechanics are the best educated in the world, and the most efficient, and the best citizens.

## Sednlin Will Be on Hand.

Sedalia Evening Democrat. The Democratic State Committee, called to meet in St Louis on the 18th inst., will designate the times and Yet the individual man has risked as much in going places for holding two State conventions-one to nominate Sedalia wants either of these conventions an organization of the committee should be communicated with and shown the advantages Sedalia offers as a convention city.

## And Yet We Fight With Tariffs.

Exports from the United States to Mexico in 1909 were two and a balf times as much as in 1890, while those from the United Kingdom show an increase of about 50 per cent, those from France a considerable decrease, those from Germany an increase of about 50 per cent, and those

# LETTERS OF A SELF-MADE MERCHANT TO HIS

THE "LETTERS OF A SELF-MADE MER-CHANT" IN THE SATURDAY EVENING POST ING POST THE REPUBLIC IS E G FOST THE REPUBLIC IS ENABLED TO

Chicago, March 1, 189-Dear Pierrepont: When I saw you start off yesterday I was just a little uneasy, for you looked so blamed important and chesty that I am inclined to think you will tell the first customer who says he doesn't like our sausage that he knows what he can do about it. Repartee makes reading lively, but business dull. And what the house needs is more orders,

Sausage is the one subject of all others that a fellow in the packing business sught to treat solemnly. Half the people in the world take a toke seriously from the start, and the other half if you repeat it often enough. Only last week the head of or sausage department started to put out tin-tag brand of frankfurts, but I made fool who saw the tin-tag would ask if that was the Heense. And, though people would grin a little at first, they'd begin to look serious after a while; and whenever the butcher tried to sell them our brand ask for "that real country sausage," at twice as much a pound.

He laughs best who doesn't laugh at all when he's dealing with the public. It has been my experience that, even when a man has a sense of humor, it only really caring in the world sicker-looking than the urin of the fellow who's trying to join in heartily when the laugh's on him, and to presend that he likes it.

Speaking of sausage with a registered Steaking or sausage with a registered pedigree calls to mind a little experience that I had last year. A fellow came into the office here with a shriveled-up toy spaniel, one of those curly, hairy little fellows that a woman will kiss, and then grumble because a fellow's mustache tickies. Said he wanted to sell lim. I was not really disposed to add a dist to my troubles, but on general principles I asked him what he wanted for the little cuss.

The fellow hawed and choked and whed he loved the dog like a son, and that it roke his heart to think of parting with him; that he wouldn't dare look Dandy in was asking for him, and that it was the record-breaking, marked-down sacrifice sale money he was after, but a good home for the little chap. Said that I had a rather little chap. pleasant face and he knew that he could gift-he would let me have him for five hun

'Cents?" says I. "Dollars," says he, without blinking.
"It ought to be a mastif at that price,"

"If you thought more of quality," says he, in a tone of sort of dignified reproof, "and less of quantity, your brand would enjoy a better reputation."

I was pretty hot, I can tell you, but I had let myself open, so I just said: "The causage business is too poor to warrant our paying any such price for light-weights, Bring around a bigger dog and then w'll talk;" but the fellow only shook his head fly, whistled to Dandy, and walked off. to affect the sausage market in the Nine

teenth Century, and to lay open an honest autcher to the feers of every dog-stealer to the street. There's such a thing as carryPierrepont, at the Commercial House, Jeffersonville, Ind.

ing a joke too far, and the fellow who keeps on pretending to believe that he' paying for pork and getting dog is pretty apt to get dog in the end.

But all that aside, I want you to get it firmly fixed in your mind right at the start that this trip is only an experiment, and that I am not at all sure you were cut ou! by the Lord to be a drummer. But you can figure on one thing—that you will never be-come the pride of the pend by starting out to cut figure cights before you are firm on your skates.

A real salesman is one-part talk and nineparts judgment; and he uses the nine-parts of judgment to tell when to use the onepart talk. Goods ain't sold under Marques of Queensbury rules any more, and you'll find that knowing how many rounds the Old 'Un can last against the Bollermaker won't really help you to load up the junior partner with our corn-fed brand hams.

A good many salesmen have an idea that buyers are only interested in baseball, and funny stories, and Tom Lipton, and that business is a side line with them; but as a matter of fact mighty few men work up to the position of buyer through giving up their office hours to listening to anecdetes. I never saw one that liked a drummer's merchants on Main street were in their jokes more than an eighth of a cent a shirt sleeves—at least those that had shirts pound on a tierce of lard. What the house really sends you out for is orders.

Of course, you want to be nice and mellow with the trade, but always remember that mellowness carried too far becomes rottenness. You can buy some fellows with a cheap clear and some with a cheap compliment, and there's no objection to giving a man what he likes, though I never knew smoking to do anything good except a ham, or flattery to help any one except to make a fool of himself.

Real buyers ain't interested in much besides your goods and your prices. Never run down your competitor's brand to them, and never let them run down yours. Don't get on your knees for business, but don't hold your nose so high in the air that an order can travel under it without your seeing it. You'll meet a good many people

Some fellows will tell you that we play the hose on our dry salt meat before we ship it and that it shrinks in transit like Baxter street Jew's all-wool suits in a rainstorm; that they wonder how we manage to pack solid gristle in two-pound cans without leaving a little meat hanging to it; and that the last car of lard was so strong that it came back of its own ac cord from every retailer they shipped it The first fellow will be lying, and the second will be exaggerating, and the third may be telling the truth. With him you may be telling the truth. With him you must settle on the spot, but always remember that a man who's making a claim never underestimates his case and that you can generally compromise for something less than the first figure. With the second you must sympathize, and say that the matter will be reported to hendquar-ters and the boss of the canning-room called up on the carpet and made to promise that it will never happen again. With the first you needn't bother. There's no use feeding expensive "hen-food" to an old Dominick that sucks eggs. The chances are that the car weighed out more than it was lailed, and that the fellow played the hose on it himself and added a thousand of cheap salt before he tobbed it out to his trade.

Where you're going to slip up at first is an example of the fact that when a man example of the fact that when a man example of the fact that when a man very far for the house. For your own satisfact the sausage market to the sausage market know you are in a fair way of becoming a good drummer by three things: First-When you send us Orders.

Second-More Orders.

Third-Die Orders.

If you do this you won't have a great deal of time to write long letters, and we won't ave a great deal of time to read them, for we will be very, very busy here making and shipping the goods. We aren't specially in-terested in orders that the other fellow gets, or in knowing how it happens after it has happened. If you like life on the road you simply won't let it happen. So just send us your address every day and your orders. They will tell us all that we want o know about "the situation."

I was cured of sending information to the house when I was very very young-in fact, on the first trip which I made on the ad. I was traveling out of Chicago for Hammer & Hawkins, wholesale dry goods, gents' furnishings and notions. They started me out to round up trade in the

river towns down Egypt ways, near Cairo.
I hadn't more than made my first town and sized up the population before I began to feel happy, because I saw that business ought to be very good there. It appeared as if everybody in that town needed something in my line. The clerk of the hotel where I registered were a dicky and were-and so far as I could judge there wasn't a whole pair of galluses among them. Some were using wire, some a lit-tle rope, and others just faith-buckled extra tight. Pride of the Prairie XXX flour sacks seemd to be the nobby thing in boys' suitings there. Take it by and large, if ever there was a town which looked as if it had a big, short line of dry goods, gents' furnishings and notions to cover it was that

But when I caught the proprietor of the ceneral store during a bull in the demand for navy plug, he wouldn't even look at my samples, and when I began to hint that people were pretty ornery dressers he kened that he "would paste me one if I were not so young.' Wanted to know what ant by coming swelling around in songand dance clothes and getting funny at the on the road that you won't like, but the expense of people who made their living house needs their business.

honestly. Intimated that when it came to a humorous get-up my clothes were the original end-man's gag.

I noticed on the way back to the hotel that every fellow holding up a hitching post was laughing, and I began to look up and down the street for the joke, not understanding at first that the reason why couldn't see it was because I was it. Right there I began to learn that, while the Prince of Wales may wear the correct thing in hats, it's safer when you're out of his sphere of influence to follow the styles that the hotel clerk sets; that the place to sell clothes is in the city, where every one seems to have plenty of them; and that the place to sell mess pork is in the country, where every one keeps hogs. That is why when a fellow comes to me for advice about moving to a new country, where there are more opportunities, I advise him -if he is built right-to go to an old city where there is more money.

I wrote in to the house pretty often on that trip, explaining how it was, going over the whole situation very carefully, and telling what our competitors were doing, wherever I could find that they were doing anything,

I gave old Hammer credit for more priority than he possessed, beenuse when reached Cairo I found a telegram from m rending: "Know what our competitors are doing; they are getting all the trade. But what are you doing?" I saw then that the time for explaining was gone and that the moment for resigning had arrived; so I just naturally sent in my resignation That is what we will expect from you-or orders. Your affectionate father,

JOHN GRAHAM.

# AND THE APPLE TREE.

Future, a Tourist Cut It Down.

WHITTEN FOR THE SUNDAY REPUBLIC. Once upon a time the Mountains grey tired of climbing, climbing, climbing. The kisses of the little Cloud Children were very sweet, but they were not everything. The Mountains felt that they needed other com-

panionship. For one thing, the Tree People would not visit them-that is, the most desirable among the Tree People would not. The Pine came, of course, because he was a rough fellow and cared nothing at all for the blusterings of the Wind Children. He stuck his roots in the stoniest places and stayed there, unmindful of the colds and blows. His brother, the Hemlock, followed. and one or two near relatives were seen iccasionally. But the real aristocrats emong the Tree People stayed away. Then the Mauntain said: "There must be ething the matter. The Tree People

will not come up and keep us company. Perhaps our stairs are too steep for them. Now, when the Tree People saw the changes the Mountains had made they began to take notice. For the Valley was green and beautiful and nice to grow innot like the steep, bleak sides which offered no footbold except to the hardlest. And it out that after a while the Valley at the point where the Hills began to slope upwards was well taken up with the gentler folk among the Tree People. And of these a Poplar and an Apple Tree found themselves side by side while they

were yet in their early youth. Now, while the little Apple Tree was ever in merriest mood, laughing itself into beautiful blosoms and breathing a cheery fragrance over all the Poplar held itself with a stiff and stately dignity and had very little to say to its neighbor. But one day, feeling it incumbent upon itself to assert its superiority, the young Poplar, with a proud shake of its silvern leaves, turned to the Apple Tree "What an astonishing person you are, to

without beauty or be sure! Here you are, without beauty or future, holding up your head with the elect of the forest. Surely you cannot fancy yourself on an equality with me." "Note the graceful motion of my delicate the rhythmic swaying of the Breezes. They dip voluptuously from their long and tender stems, and all who see them must admire. Your leaves are rough and shabby and the

Worm People will make them yet more un sightly. "Alas! Alas!" cried the little Apple Tree "And what is your future?" sneered the "While I am rising majestically Poplar: skyward, looking down upon your drooping and unshapely head, you will be performing the thankless task of catering to mere Men. You will be compelled to go on year after year, bearing fruit until your aching have to be propped up lest they fall

from their heavy load," benefit to the world-if by my Fruits Men shall know me-then am I content to bear the burden. But the Poplar shook its leaves

temptuously, as though to clear itself of an ignoble companionship.

But one of the Man People, passing through the pleasant Valley, espied the graceful growth, and, hastening to the Pop-

"Ah, here is indeed a strong, yet slender,

'Twill make an ideal staff for

mountain climbing." And he cut the Treeling even down to the ground, so that its sap was spilled and it lived no more. But the Apple Tree thrived and grew and its Fruit was sweet in the mouths of Men.

Heat Ten Miles Away. The most sensitive heat-measuring instrument thus far devised is the radiometer of Professor E. F. Nichols, It has a tiny glass arm carrying at each end a blackened mica disk, or vane, about one-twelfth of an inch

when the rays from a star are reflected upon one of the vanes the arm is slightly rotated to a degree that is carefully noted on a scale. At the Yerkes observatory it has been shown by this means that the heat from Saturday only equals that of a candle

## WIT AND WISDOM

FROM NEW BOOKS. There is no advantage in being poor if you can't be common. It would be like being well off without a taste for music or artichokes .- The Last of the Knickerbock-

Wherever a man strays aside from the beaten path there he finds the devil waiting for him.—The God Seeker. One man should not pay attention to another, according to the

according to the impulse of the heart.-Ortoff and His Wife, There are few lives without that delightful element of "possibility" which makes some men not only endurable, but hopeful.-Trinity Bells.

One has often to draw upon the imagination even in a serious "realism."-Confessions of a Caricaturist. He should will a thing and do it. That's a man -Orloff and His Wife.

Counting the cost" of sins and foliles is always a hard sum in arithmetic.-Trin-Why is it that when we get a good thing

we do not stick to it.-Confessions of a Carleaturist. Veneer is misleading, for at heart the French are sad.—The Real Latin Quartier, Good cooks are more in demand than saints these days.—The Tempting of Father

Marriage is a sacrament or it is nothing and it is only a sacrament when mutual love, that asks nothing that this world ould give or take away, consecrates it and makes it hely.-The World Beautiful in

Vice is a creature of such hideous mien. as Hogan says, that th' more ye see it th' betther ye like it.—Mr. Dooley's Opinions. Life is not all "couleur de rose" in the rue Bohemia.-The Real Latin Quartier.

Saints and martyrs Perhaps ain't rife-The woods ain't full-But, bet yer life, An' that's my wife. -With Lead and Line.

Chinese Honesty.

As for the honesty of these people, I ap-peal to every English merchant or banker, from Pekin to Hong-Kong, to answer if he ever heard of a dishonest Chinese merchant or banker. So far from that, not only has every English bank two Chinamen to receive and hand out money, but every bank in Japan has the same, says Jonquin Miller in the North American Review. The English will tell you, half in jest, that the Jap-anese is an Oriental Yankee, and does not trust his own people; and they will tell you balf in earnest, that the English bankers employ Chinese to handle their money bethey never make mistakes. people of China have never had anything "And yet," said the little Apple Tree, like a bankrupt law. If a man cannot pay softly, "if so be that I may be of some his debts, or some one does not secretly come forward and pay them, at the end of ach year, he has "lost his face," dies by his own hand. Yet, with all their piteous poverty, they have no such words

> His Jury Experience. A man who had been summoned to serve

as "hard times," for everything must be set-

tled up at the end of the year. There can be no extension of time. Confucius forbade

n a jury in the Supreme Court the other day was asked if he ever served on a jury before. In a deep, rich brogue he replied: "Indade Oi hov. 'Twas on a Coroner's jury down beyant South Jersey. What looked like the remains of a corpse had been washed ashore furning a shipwreck. We sat in hated deliberation on what might be the cause of death for twelve mortal hours, whin we called in an ixpert. who informed us that the remains had been dead 4,000 years, an' was nothin' more'n a haythen Egyptian mummy.

"But that was not all, for the county re-fused to pay our fees on some technicility in diameter. A blackened surface in a par- o' the law. Indade Ot hove served on a tial vacuum is pushed back by heat, and jury." He was excused

#### PROFESSOR I. SIKES AND THE ELEPHANT.

He Chanced to Discover.

WRITTEN FOR THE SUNDAY REPUBLIC. This is a true story, but a great scientific reputation is involved, and no one with a particle of tact would tell all the truth. It is quite enough, by way of identity, to note that Professor I. Sikes occupies the chair of experimental psychology in a certain seat of learning, and with this conces-

Indeed, it is understood that Professor Sikes's forthcoming work owes at least one chapter of lucid and engaging instruction to his study of emotional interplay, tendency and reflex action, as developed by jack pois, two-card draws and the vicisaltudes of bluffing.

sion to prudence his peculiar experience

On the night with which this narrative is immediately concerned he was walking homeward by himself at a late hour. His way led him through the business secting of the city where the streets were almost eserted, and only an occasional car was THE BURG.

But Professor I. Sikes was lost in abstraction. He was meditating profoundly en that aspect of the human mind illustrated by the almost feverish pleasure which the Professor of political economy took in acquiring \$1.17 at the sacrifice of his sleep and the risk of incurring his wife's rebuke Professor Sikes himself had lost 59 cents in one jack pot, while absently considering why the stakes in a 19-cent limit game should make any perceptible difference whatever in the enjoyment of grown men; but this trifling loss was more than repaid by the mathematical formula he had devised that evening respecting the evolution of pairs. While absorbed in his reflections he approached an alley, and when within twenty feet of it was made aware that his way was blocked by what seemed to be

the apparition of an elephant. Professor Sikes smiled, and calmly waited for the vision to dissolve. He even closed his eyes and maintained a perfect physical balance, with the object of adjusting his cerebral relations, restoring hemispherical harmony, and obtaining that complete selfentrol assumed to inhibit all human emotion. Then he confidently opened his eyes, but the phantasm remained.

Was it a product of abnormal visual exusion, or, perhaps, a telepathic elephant? Was it begotten from within by morbid cerebral activity in the sensory center, or as the initial impulse of its creation a eripheral one?

Did the optic nerve play this trick, or had the brute broken loose from the very juncles of idention to the outpost of sense, and

These and similar questions pressed hard for answer. 'Figuratively," mused the professor "I

have been seeing the elephant to-night. Can it be possible that this conception in the background of my brain has suddenly, through some mysterious process of ideation, been projected into an apparent visual entity? The young wife of Professor Quizz told me to-day that she had been shopping. and that an elephant had trodden on her pocketbook. I did not clearly perceive her

meaning, which seemed to veil a test. Could it, can it, be-" Obviously the professor was stumped. It was not a premonitory, suggested or expect-

ant image, and he knew it. Meanwhile the subjective elephant seemed to be in no haste. Presently it began to wave its subliminal trunk and sway its astral sides; and coincident with this evidence of activity an excited man, swearing volubly, burst from the alley. He was fol-lowed by others, whose objectivity was fully demonstrated by their language, and they straightway proceeded to secure the ele-

It had not escaped from Professor Sikes's lousness, but from a circus, the tents of which were pitched at no great distance. Professor Sikes suddenly remem-bered reading the advartisement of the show.